RFP-16000000010
Actuarial Consulting Services
Fiscal Years 2016 through 2020

Questions from Vendors

Question 1. On Page 9 of the RFP it states that you would like a redacted copy of the proposal. Does this apply to the technical, cost and the required forms? It will be difficult to redact everything that identifies a firm as that would include removing the following but not limited to the following:
Logo paper and letterhead, Firm name in body of documents including required forms, Firm address, phone and email addresses, names of team members, client references as you know with whom we work, resumes, organization chart, sample reports as required in RFP, mentions of incumbency.

Answer *What is intended in the request for a redacted copy of the proposal is that proposers will provide a copy of their proposal that redacts information that the proposing firm believes to be the firm's trade secret or other protected proprietary information. For example, if a response to a question contains specific methodology that has been patented and/or is protected as a confidential trade secret, the firm may wish to redact that methodology in the redacted proposal.*

Question 2. Can you please confirm what items you specifically want redacted without just saying anything that identifies the firm?

Answer *We would not want the firm name redacted. Please see the answer to question 1 for an example of something a firm may wish to have redacted*.

Question 3. Alternatively can RSA staff redact one copy of an un-redacted proposal to make sure it meets your needs before it goes to the review committee?

Answer *No. For clarification, the review committee is comprised of RSA staff members who would need to see the complete, un-redacted proposal.*

Question 4. Can we assume actuary as it is used in conjunction with Primary, Secondary and Assigned and elsewhere in the proposal means a credentialed actuary?

Answer *Actuary, as used in conjunction with Primary, Secondary, Assigned and elsewhere in the RFP can be assumed to mean credentialed actuary.*

Question 5. As the incumbent can we answer 31, 32, 63-72 "As the incumbent we have already produced these documents so confirmation is not necessary."

Answer *Yes, as the incumbent you may answer questions 31, 32, 63-72 "As the incumbent we have already produced these documents so confirmation is not necessary."*

Question 6. On page 10 item I it mentions economy of production. For 33 and for other request for samples reports/documents can we reference a specific report by name and date that we already produced for you and is in your possession instead of producing all the documents again as part of the proposal?

Answer *Yes, for questions which request sample reports/documents, you may reference a specific report by name and date which was produced by your firm for RSA.*

Question 7. In the draft contract there is a clause for termination for convenience with a 30 day notice. It also mentions this should be contract specific. Can this clause be deleted or at least can the 30 day notice be changed to termination for convenience two fiscal years after the fiscal year in which notice is provided?

Answer *The 30 day notice will be changed to termination for convenience 120 days after written notice is provided*.

Question 8. What actuarial services has the current actuary performed well? What service areas need improvement?
Answer *We are not disclosing this information as part of this RFP.*

Question 9. What actuarial services do you expect in the next three years that are new or different from what has been provided in the past?
Answer *We are not speculating on any changes which may or may not occur within the next three years relating to actuarial services.*

Question 10. What is the current fixed price cost of each required actuarial service?
Answer *We are not disclosing this information as part of this RFP.*

Question 11. Please provide a copy of the current contract with the current actuary.
Answer *We are not disclosing this information as part of this RFP.*

Question 12. What are the hourly rates and the average hourly rate under the current contract?
Answer *We are not disclosing this information as part of this RFP.*

Question 13. Please provide a sample billing with the detail by staff member of hours worked on each task.
Answer *We are not disclosing this information as part of this RFP.*

Question 14. How will "average hourly rate" be computed?
Answer *See Section IV – C (d) for Weighted Average Cost of Consulting Hours computation.*

Question 15. Our firm prefers to contract for actuarial services with a limit on liability for ordinary mistakes. However, we accept unlimited liability for: (i) willful, fraudulent or criminal misconduct, (ii) breach of the confidentiality provisions; and (iii) bodily injury, including death, or damage to tangible personal or real property incurred while performing the Services and to the extent caused by the negligent or willful acts or omissions of our personnel. Please confirm that RSA is willing to negotiate a prudent amount of potential payment that is acceptable to both parties, with exceptions noted.
Answer *We are not willing to confirm that as part of this RFP. You must include in your proposal any disclosure relating to limitations you will request.*

Question 16. Please explain how RSA will evaluate the financial resources of small and/or privately held actuarial firms to indemnify RSA under the requested contract terms.
Answer *We are not disclosing this information as part of this RFP.*

Question 17. Will large plan experience in the private sector demonstrate substantial compliance with the minimum qualifications outlined in Section 1-M of the RFP?
Answer *See Section I – M (Minimum Experience Qualifications) of the RFP.*